WTDC

FOREIGN TRADE ZONE 281-4

Florida International University

MAN 6679: Master's Project in International Business

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Executive Summary

WTDC was the first company approved for foreign trade zone status through Foreign Trade Zone 281. Founded in 1977, WTDC is family owned and operated by the Gazitua family. WTDC is a full service logistics company specializing in international distribution and global transportation management. WTDC has been serving the logistics and travel retail community in Miami, FL for the last 35 years. It provides transportation services via Road, Rail, Air or Ocean. WTDC operates a 136,500 ft^2 foreign trade zone with additional licenses for US Customs Bonded Warehousing, Container Freight Station (CFS), and In-Bond Export Consolidators (IBEC).

The purpose of our research is to prepare a comprehensive white paper for WTDC and their clients to educate industries on the benefits of Foreign Trade Zones in the State of Florida. The method of analysis included a thorough research of various databases and U.S. government reports to understand the advantages of foreign trade zones and the industries that can benefit the most.

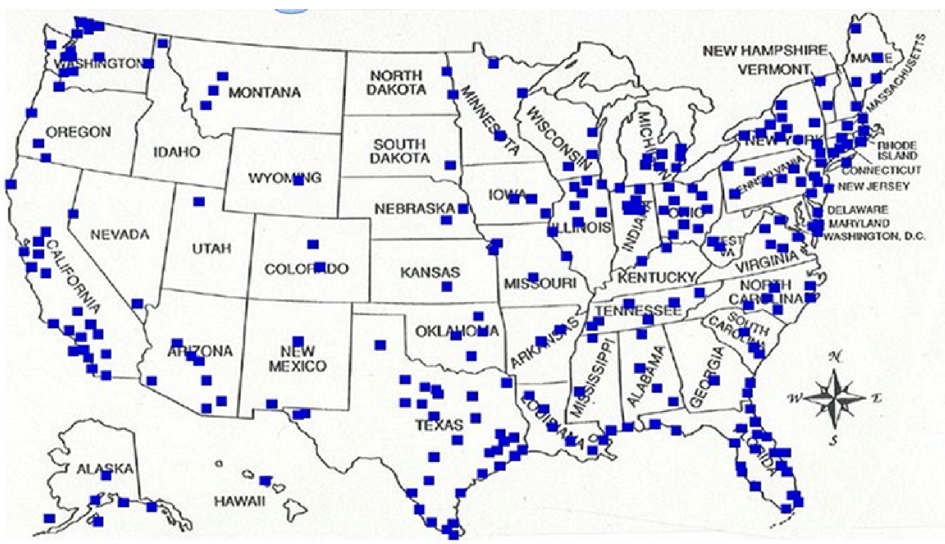
The information acquired provides a better understanding of the government agencies involved as well as a view into the specific industries and companies that will benefit from Foreign Trade Zones (see Appendix E). Secondary information includes data regarding Florida's imports from and exports to the World (See Appendix A-D). This document also provides information to gain a better understanding of the new Alternative Site Framework (ASF) that streamlines the FTZ application process.

The US Department of Commerce granted Miami-Dade County the authority to establish Foreign Trade Zone 281 in August of 2012. The new zone is among the nation's first to operate under the new Alternative Site Framework's streamline process.[1] WTDC looks to assist companies in the state of Florida involved in foreign trade to obtain zone status through their consulting services. This will allow for the continuous growth of the trade industry, reduce costs, increase cash flow, and increase job opportunities. Their current expertise can be beneficial to companies in need of guidance. Expanding logistics consulting services will allow the spread of knowledge and benefits that a FTZ can provide. The benefits include duty exemptions, duty deferrals, inverted tariffs, and logistics benefits. The state of Florida alone already provides geographic benefits, but with the addition of FTZ status any company looking to increase its trade activity can benefit substantially.

[1] PortMiami: FTZ 281

Introduction

Passed by Congress in 1934, the U.S. Foreign-Trade Zones Act was created in response to the restrictive impact of the Smoot-Hawley Tariff Act of 1930, which raised U.S. tariffs as high as 53%.[2] Foreign trade zones were designed to encourage international trade, boost domestic employment, and increase the global competitiveness of U.S. based companies. The first FTZ was established in New York City in 1936. As of 2012, there are 286 general-purpose zones and over 677 subzones accounting for 12% of all foreign merchandise entering the United States and helping to employ more than 340,000 American workers.[3]



Source FTZ List: http://ia.ita.doc.gov/ftzpage/letters/ftzlist-map.html

Foreign trade zones are restricted geographic sites located in or near a U.S. Customs district declared to be outside the normal customs territory of the United States. Thus, certain merchandise or raw materials may be shipped into a FTZ on their way to becoming a finished product—"without concern for tariffs, quotas or complex customs procedures". Only when the finished products are finally shipped outside of the FTZ area are these tariffs and full customs procedures applicable.

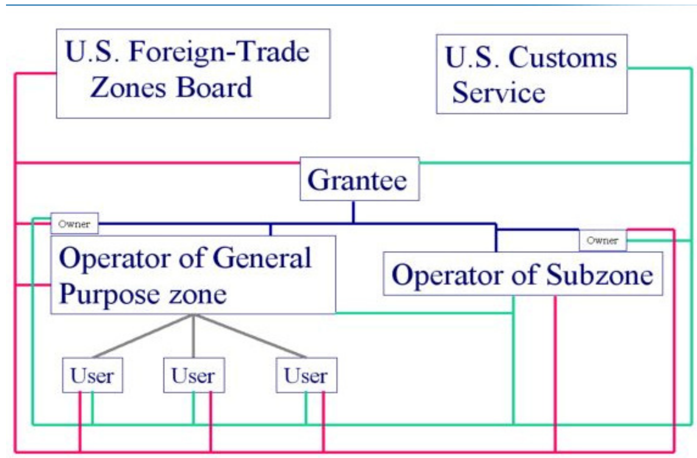
A FTZ is operated pursuant to public utility principles under the sponsorship of a corporation that is granted authority by the U.S. Foreign-Trade Zones Board. It is under the complete supervision of the U.S. Customs and Border Protection (CBP). All FTZs are subject to the laws and regulations of the U.S. as well as laws of the states and communities in which they are located. FTZ's are managed by a "grantee" organization, which usually is a public or non-profit organization whose primary focus is trade and/or economic development. The FTZ Act makes all "grantees" operate their zone as a public utility hence they must treat all companies using the zone with the same conditions.

[2] Congressional Research Service: *U.S. Foreign-Trade Zones: Background and Issues for Congress, 2012.*

[3] National Association of Foreign-Trade Zones: *The Impact of Foreign-Trade Zones on the 50 States & Puerto Rico, 2012.*

FTZ Board

As established in the FTZ Act, the FTZ Board is responsible for the establishment, maintenance, and administration of zones.[4] The top two positions in the Board are the Secretary of Commerce, who is the chairman and executive officer and the Secretary of Treasury, who is the chief operating officer. The FTZ Board is located within the Department of Commerce.



Source: Philadelphia Regional Port Authority

Local and federal regulations that govern the import and export of merchandise or activities that relate to merchandise in zones are applicable to FTZs. Therefore, the oversight of FTZs involves multiple government agencies. The main partner of the Board is the Homeland Security's Customs and Border Protection. The CBP acts as the supervisor of zone operations. The primary interest and concern of the CBP is the control of merchandise moving to and from the zone, the protection of revenue, and to ensure that zone procedures are in compliance with the FTZ Act and all laws and regulations pertaining to the zone. This may include additional participation with other agencies such as the Alcohol & Tobacco Tax and Trade Bureau (TTB); Federal Communications Commission (FCC); Environmental Protection Agency (EPA); Food and Drug Administration (FDA); Department of Agriculture (USDA), and Fish and Wildlife Service (USF&W). [5] Local laws and regulations also apply to FTZs. An exception occurs if federal laws or the constitution preempts them. The FTZ Board is directed to cooperate with the state, subdivision, and municipality in which an FTZ is located in the exercise of their police, sanitary, and other powers in connection with the FTZ (19 U.S.C. §81i and 15 CFR 400.41).[6]

Benefits of Becoming an FTZ

Firms

Becoming a FTZ offers companies several important benefits that they can take advantage of. The available options allow firms to gain multiple monetary and administrative benefits, and also allow them to build a competitive advantage against non-users of FTZ's. The following are the advantages that FTZs offer to firms:[7]

[4] Bolle, M. J., & Williams, B. R. (2012, 09 05). *U.S. Foreign-Trade Zones: Background and Issues for Congress.* Retrieved 06 28, 2013, from Federation of American Scientists: http://www.fas.org/sgp/crs/misc/R42686.pdf

[5] Customs and Border Protection. (2011, 08 18). Foreign-Trade Zones. Retrieved 06 28, 2013, from CBP.gov: http://www.cbp.gov/xp/cgov/trade/cargo_security/cargo_control/ftz/

[6] Ibid.

[7] Tiefenbrun. (2012). *Tax Free Trade Zones of the World and in the United States*: Edward Elgar Publishing Inc.

Duty Deferral- Companies are exempt from paying duties on goods until they enter the domestic market. This provides them with cash flow benefits. Also, the opportunity of indefinite or long-term storage of those goods and the ability to maintain spare parts in stock is another related benefit.

Savings from Inverted Tariffs- Savings are realized when imported inputs of a manufacturing process have a higher duty than the end product. With the proper authorization, the company can choose to pay the rate on the finished product instead of the input.

Exhibition/Trial Use Advantages- Several FTZ locations have the ability to exhibit goods that are not available to the local market but can be viewed and tested by potential importers without any duties being applied. An example is when an importer tests some type of machinery before purchasing it, and that piece of machinery can be assembled and installed prior to duties being owed on the product that was processed with it.

Quota Advantages- There are situations in which a quota applies to goods imported into a domestic market, and a FTZ is used to store goods until the quota becomes available. There are no quota charges on Non-NAFTA goods that are re-exported, and inputs that are subject to quota can be manufactured into goods that are not subject to quota.

Streamlining of Customs Procedures- Customs filings occur only one per week rather than once for every shipment; hence there are reduced broker and processing fees. The Harbor Maintenance Fee is paid quarterly instead of by shipment. There is also a good chance of reaching C-TPAT tier 3 status and the minimization of random inspections.

Zone-to-Zone Transfers/Direct Border Processes- Goods received into a FTZ can be moved to another FTZ like an “in-bond” without activating duty charges. Goods that are low risk or involve repetitive shipments can also be moved “in-bond” from their original port of entry without triggering duty charges or inspections.

Volume Reduction/Scrap/Defective Goods-. Goods that are received into a FTZ can go through a manufacturing process, and when the goods leave, they pay less duty than they would have paid if the goods were received. This occurs due to scraps, defective goods, or natural reduction. FTZs enable companies to measure quantities prior to paying duties or insurance instead of the opposite occurring.[8]

Insurance Benefits- Having U.S. Customs supervising FTZs gives companies less security and insurance costs and allows for duties paid on merchandise to be excluded when calculating the insurable value of goods.

Location Advantages- FTZ sites have the ability of offering strategic locations with an advanced physical infrastructure slanted towards transportation and logistics.

Duty Exemption- When companies re-export goods, the dutiable goods can be processed and shipped to another country without paying duties.

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[8] Orenstein, D. (2010). Foreign-Trade Zones and the Cultural Logic of Frictionless Production. *Radical History Review, 2011*(109), 36-61.

Exemption of Domestic Value Added- When goods in a FTZ undergo domestic additions like labor and/or manufacturing processes to create an end product, these additions do not increase the duty on the good if it comes into the domestic market. Duty increases when the good is produced overseas.

Tax Savings- Companies get the benefit of exemptions from inventory taxes in some U.S. states and excise taxes. In some cases, they can save on state or local taxes that are not specific to FTZs. The latter does not apply in Florida.[9]

Bulk breaking, Packaging and Labeling- Goods can be changed or altered to accommodate different foreign markets keeping its duty free status.

Logistical- Inventories can be kept for "Just in Time" applications; advanced transportation and distribution facilities and enhanced infrastructure.[10] Goods can be received at any time and, therefore, can reduce inventory cycle times.

International Returns/Quality Control- a FTZ allows for the avoidance of duties when exported goods are returned and also provides an easier method to return imported goods that are not up to standard without the activation of duty payments.

Public

The following are some benefits that a FTZ offers to the public:[11]

1. Allow for easier and quicker international trade;
2. Give special customs procedures to help firms to do international trade in order to compete with foreign plants;
3. Promotes and facilitates exportation;
4. Attract offshore activity and promotes keeping domestic activity;
5. Assist state and local economic development;
6. Create employment opportunities.

The benefits that a FTZ can provide are not clear to many, and consulting firms have been created to make the benefits transparent. Gersper [12] does an excellent job of outlining the benefits of one firm:

[9] About Foreign-Trade Zones & Contact Info - CBP.gov. (n.d.). CBP.gov - home page.
[10] Hirano, Hiroyuki and Makota, Furuya (2006), "JIT Is Flow: Practice and Principles of Lean Manufacturing", PCS Press, Inc.

[11] Tiefenbrun. (2012). *Tax Free Trade Zones of the World and in the United States*: Edward Elgar Publishing Inc.
[12] Gersper, M. (2010). FTZs Help U.S. Companies Save Millions During Tough Economic Times, from http://www.gdmllc.com/webinars/30/FTZs%20help%20Companies%20Save%20Millions%20during%20Economic%20Tough%20Times.pdf

Fact Pattern		Assumptions	1st Year	On-going
Regular **1529 Entries**		1500 entries		
64 Canadian				
15 Mexico				
133 NAFTA Entries				
Estimated average broker fee per entry: **$90**		1500 x $90	$ 135,000.00	$ 135,000.00
		52 x $100 (with weekly entry)	$ (5,200.00)	$ (5,200.00)
		Broker Fee Savings	**$ 129,800.00**	**$ 129,800.00**
Estimated average MPF per entry: **$200**		1500 x $200	$ 300,000.00	$ 300,000.00
		52 x $485 (with weekly entry)	$ (25,220.00)	$ (25,220.00)
		MPF Savings	**$ 274,780.00**	**$ 274,780.00**
Imports: Estimated **$100 Million**				
Average Inventory: Estimated **$36 million**				Cost of Capital 4%
Average Duty Rate: **2.5%**		$36 Million x Avg Duty Rate 2.5%	**$ 900,000.00**	**$ 36,000.00**
Re-export: Estimated **$10 Million**				
Re-exports average 10% of total imports		$10 Million x Avg Duty Rate 2.5%	**$ 250,000.00**	**$ 250,000.00**
Estimated 1st Year Savings in an FTZ			**$ 1,554,580.00**	
Recurring Annual Savings Estimate (assuming same volumes)				**$ 690,580.00**

Source: Gersper (2010)

Industry Analysis

Besides the growth in employment, foreign trade zones can also increase the level of the competitiveness for small and medium sized enterprises (SMEs) in Florida, which helps to strengthen the local economy. According to ITA, "now more than at any time in our history, Americans are selling more U.S. goods and services to the 95 percent of consumers who live outside of our borders."[13] The United States exported to major emerging markets in 2012. It achieved record levels with Brazil ($43.7 billion), China ($110.6 billion), India ($22.3 billion), Russia ($10.7 billion) and South Africa ($7.6 billion).[14]

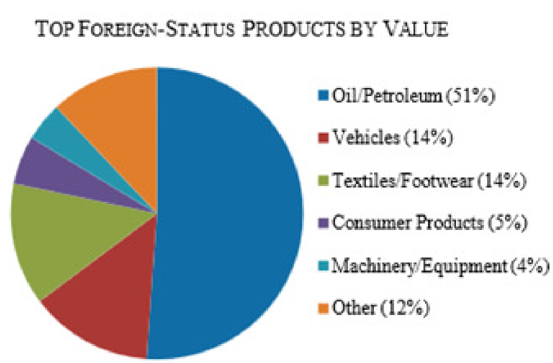
U.S. exports for the first quarter of this year were $555 billion. Exports topped $2.2 trillion in 2012. This represents a 13.9% share of 2012 U.S. GDP. SMEs played a critical role in driving the export growth. The SMEs rose to a record of $440.1 billion in 2011. Almost 98% of the record 302,000 companies that exported goods in 2011 were SMEs. They accounted for 33% of the overall value of U.S. merchandise exports up from 27% nine years ago.[15]

[13] International Trade Administration.
[14] Id
[15] Id

Source: International Trade Administration

As of 2012, a great export success for the U.S. has been the manufacturing sector reaching a record of \$1.35 trillion and vehicle motors and parts of \$137.7 billion.[16] According to the Foreign Trade Zone Board's 73[rd] Annual Report to the Congress, the FTZ listed products in order of value for the State of Florida are oil petroleum (51%), vehicle (14%), textiles footwear (14%), consumer products (5%), and machinery equipment (4%).[17]

Florida's export shipments of merchandise in 2012 were \$66.2 billion and \$15.5 billion through the first quarter of 2013.[18] The state's largest export in 2012 was Switzerland in the amount of \$8.2 billion (12.4% of the state's total merchandise exports), followed by Venezuela (\$5.1 billion), Brazil (\$4.9 billion), Canada (\$3.8 billion), and Colombia (\$3.1 billion).



Source: Foreign Trade Zones Board 73rd Annual Report to the Congress

[16] Id
[17] Foreign Trade Zones Board 73rd Annual Report to the Congress
[18] Id

According to the Foreign Trade Zone Board's 73rd Annual Report to the Congress, the warehouse and distribution operations received $106 billion in merchandise, while the manufacturing/production operations received $535 billion (83 percent of total zone activity). "The exports from facilities operating under FTZ procedures amounted to over $54.3 billion."[19] With respect to the top 25 warehouse/distribution activity by zone Broward County, Florida (zone 25) ranked 6th in the U.S. for merchandise received. The FTZ that ranked 1st in exports is Zone 25 in Broward County. The following are the 2012 recorded exports for Florida metropolitan areas: $47.9 billion in Miami-Fort Lauderdale-Pompano Beach, Tampa-St. Petersburg-Clearwater ($7.2 billion), Orlando-Kissimmee-Sanford ($3.9 billion), Jacksonville ($2.6 billion), Lakeland-Winter Haven ($1.9 billion), Pensacola-Ferry Pass-Brent ($1.1 billion), Palm Bay-Melbourne-Titusville ($982 million), North Port-Bradenton-Sarasota ($804 million), Cape Coral-Fort Myers ($510 million), and Gainesville ($349 million). [20]

ASF – Alternative Site Framework

An optional program named Alternative Site Framework (ASF) refers to a foreign trade zone designation implemented in 2008, with the specific purpose of extending FTZ boundaries outside of the existing magnet sites. The Traditional Site-Management Framework (TSF) required a complex and extensive application process coupled with significant overhead expenses. Under an ASF, the overall advantages of becoming an FTZ remain the same; importers and exporters still benefit from the performance of value-added activities within the FTZ, but with an ASF designation, users are provided an expedited process that is both easier and more flexible.

There are several differences between an ASF and the traditional Foreign Trade Zone frameworks:

- The new ASF model differs from the traditional framework in that it does not solely focus on attracting FTZ activities to fixed magnet or general-purpose sites but allows users to simplify the process while expediting the benefits through their own existing facilities or 'usage driven' sites[21]
- Acquiring a traditional FTZ designation can be an expensive and lengthy approval process, sometimes even extending over 1 year to completion. Under an ASF designation, approval times can be reduced to as short as thirty days, effectively reducing a company's expenses while allowing users to get their product 'market-ready' both more quickly and cost efficiently. The ASF designation helps companies become more competitive and profitable in the long run.
- The Alternative Site Framework process front-loads up to 90% of the legwork, reducing document requirements and thus making it more flexible and predictable for users.[22]
- The ASF allows for the establishment of usage-driven sites, offering flexibility in where zones can be located, bringing the benefits of FTZs to firms located outside of the traditional FTZ magnet sites.

In short, the Alternative Site Framework allows companies to embrace and execute the FTZ concept without jumping through complicated and lengthy regulatory hoops. Further, by extending sites to new areas, the ASF seeks to attract new activity not realized during the initial establishment of a zone. The

[19] Foreign Trade Zones Board 73rd Annual Report to the Congress 2011
[20] Id
[21] O'Reilly, J. (2013, January). Comfort zone: A better, faster ftz - inbound logistics. Retrieved from http://www.inboundlogistics.com/cms/article/comfort-zone-a-better-faster-ftz/
[22] International Trade Administration, (2008). *Proposal for optional alternative site- designation and management framework*. Retrieved from Foreign-Trade Zone Boards website: http://ia.ita.doc.gov/ftzpage/info/Report-Site-Proposal.pdf

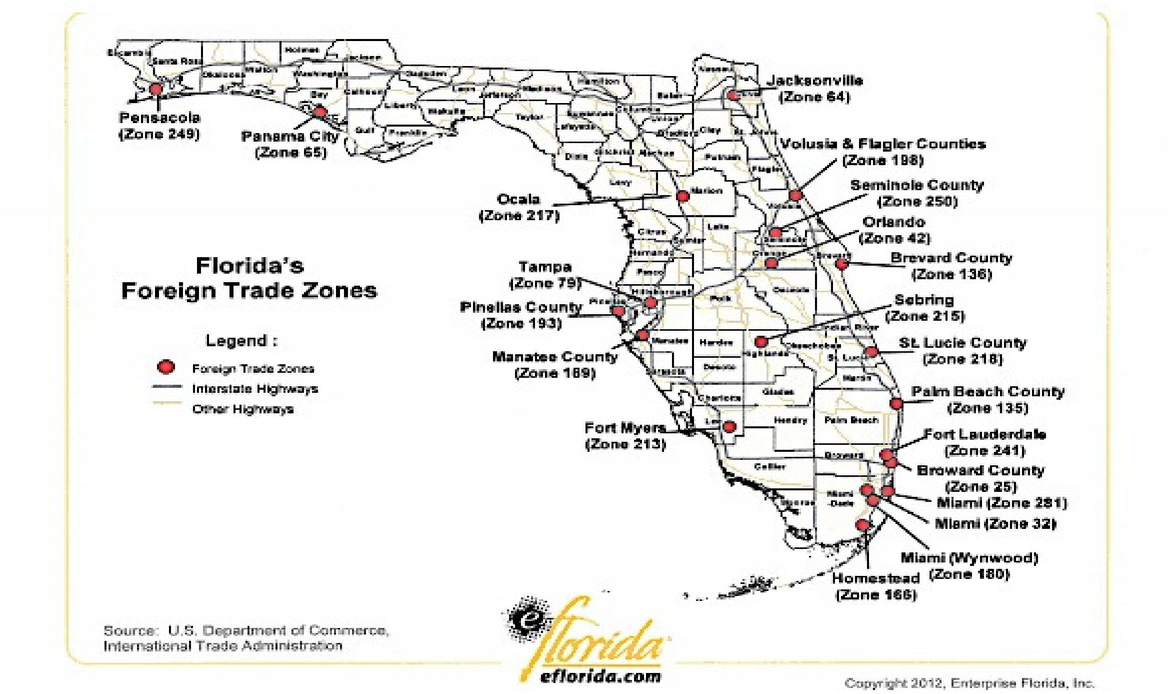
Alternative Site Framework is beneficial for firms, customs oversight, and even the economy. This new program has led to a recent boom in FTZ applications and helped create more than 1000 jobs in Miami-Dade County in the first nine months since its conception.[23]

Employment

Foreign trade zones help promote U.S. economic growth and trade. FTZs help to strengthen the economy via the creation of more jobs. According to the 2012 Foreign Trade Zones Board 73rd Annual Report to the congress, these zones established 340,000 jobs in the United States. There are 210 firms operating in the 21 Foreign Trade Zones in Florida. These FTZ firms employed around 5,990 workers in 2010. By 2011, this number had risen to a range of 6,001 – 7,000 employees.[24]

The employment growth in Miami- Dade County has increased due to the establishment of the Alternative Site Framework (ASF). Prior to ASF, Miami Dade County totaled 1,872 jobs. After ASF was implemented in Miami-Dade County, jobs increased to a total of 2,901. Foreign Trade Zone 281 currently has 742 existing jobs with an expected job expansion of 761 from new developments.[25]

Florida-The State for Foreign Trade Zones



[23] *eFlorida.com*

[24] International Trade Administration,(2012). *73rd annual report of the foreign- trade zones board to the congress of the united states*. Retrieved from website: http://ia.ita.doc.gov/ftzpage/annualreport/ar-2011.pdf

[25] eflorida.com

Florida – 2012

Florida is considered to be the gateway for merchandise trade because of its proximity to the America's, the Caribbean and the rest of the world. In 2012, $162 billion was either imported or exported through Florida. It has seen a trade increase over the past 10 years of 135%.[26] The state of Florida ranks 6th in the nation in state-origin exports, which was valued at $66.2 billion in 2012 and 20% of the nations exporting businesses are located in the state.[27] The Miami metropolitan area shipped $47.9 billion in 2012 making it the 6th largest export market of the United States.[28] The Global Trade Magazine has ranked both Miami (#5) and Tampa (#36) in its Top 50 Cities for Global Trade.[29] The Export-Import Bank of the United States ranks Florida second in the U.S. for small business financing.[30]

Of all the exports in the United States, 18% of the exports went to South America, 16% of the exports went to Central America, and 24% of the exports went to the Caribbean, one common factor, they all originated from Florida in 2012.[31] The National Association of Manufacturers reports that Florida exports 44% of what is produced in the state. This is higher than any other state and much higher than the 19% of its total production the U.S. exports as a whole.[32]

Florida's top export commodities are Gold, almost exclusively to Switzerland ($8.2 billion); Aircraft, Engines and Parts ($5.5 billion); Telecommunications Equipment ($4.3 billion); Computers and Components ($2.8 billion), and Fertilizers ($2.5 billion).[33] Florida follows California and Texas as the 3rd largest exporter of high-tech goods, and has increased over the last 10 years by 102.1% compared to the rest of the country, which has increased by 36.7%.[34] High-tech products represent more than 25% of Florida origin exports. Its products include Telecommunications Equipment, Computers and components, Office Machinery Parts, Printing Machinery Parts, and Transmission Apparatus for Radiotelephony.[35] In comparison to the United States, Florida increased its total merchandise trade by 8.7% compared to 3.6% for the country. Miami Customs District had the second highest growth nationwide.[36]

Industries - Commodity Based- Census Bureau

Export Findings

Based on data located in the International Trade Association, the top four product groups that are exported from Florida to the World are Computer and Electronic Products (21.9%), Transportation Equipment (15.5%), Primary Metal Manufacturing (12.9%) and Chemicals (11.4%) (See appendix A). Oil and gas have increased from 2011 to 2012 by 221% in exportation.[37] According to the Census Bureau, in 2012 Florida exports 4.3% of the USA total exports and 45.3% of that were commodities. As of 2012 HS Code 710812 – Gold and Unwrought Nesoi have the largest share, which equals 12.1%. This figure

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[26] U.S. Census Bureau, Foreign Trade Division
[27] Id.
[28] International Trade Administration
[29] Global Trade Magazine August 2012
[30] Export-Import Bank of the United States
[31] eFlorida Enterprise Florida
[32] National Association of Manufacturers
[33] eFlorida Enterprise Florida
[34] Id.
[35] Florida Advanced Technological Education Center
[36] Miami Herald 2-15-13
[37] Appendix A-2012 NAICS Total All Merchandise Export from Florida to World

increased from 2011 to 2012 by 11.9%. It is currently the largest export commodity. HS Code 880000 – Civilian Aircraft, Engines, and Parts follow it by 4% at 8.1%.[38] The list below highlights the top 10:

Rank	HS Code	Description	2009 Value	2010 Value	2011 Value	2012 Value	2009 % Share	2010 % Share	2011 % Share	2012 % Share	% Change, 2011 - 2012
---	---	**Total FLORIDA Exports and % Share of U.S. Total**	**46,888**	**55,399**	**64,929**	**66,202**	**4.4**	**4.3**	**4.4**	**4.3**	**2.0**
---	---	**Total, Top 25 Commodities and % Share of State Total**	**15,297**	**18,616**	**28,803**	**29,998**	**32.6**	**33.6**	**44.4**	**45.3**	**4.1**
1	710812	GOLD, NONMONETARY, UNWROUGHT NESOI	21	41	7,148	7,998	0.0	0.1	11.0	12.1	11.9
2	880000	CIVILIAN AIRCRAFT, ENGINES, AND PARTS	3,552	4,099	4,610	5,334	7.6	7.4	7.1	8.1	15.7
3	851712	PHONES FOR CELLULAR NTWKS OR FOR OTH WIRELESS	1,323	1,737	2,144	2,936	2.8	3.1	3.3	4.4	37.0
4	310530	DIAMMONIUM HYDROGENORTHOPHOSPHATE (DAP)	1,442	1,492	1,877	1,460	3.1	2.7	2.9	2.2	-22.2
5	847130	PORT DIGTL AUTOMATIC DATA PROCESS MACH NOT >	914	1,090	1,244	1,240	1.9	2.0	1.9	1.9	-0.3
6	870323	PASS VEH SPK-IG INT COM RCPR P ENG >1500 NOV	1,038	999	1,029	997	2.2	1.8	1.6	1.5	-3.1
7	847330	PARTS & ACCESSORIES FOR ADP MACHINES & UNITS	1,130	924	1,114	936	2.4	1.7	1.7	1.4	-16.0
8	851762	MACH FOR RECP/CONVR/TRANS/REGN OF VOICE/IMAGE	589	911	939	874	1.3	1.6	1.4	1.3	-6.9
9	310540	AMMONIUM DIHYDROGENORTHOPHOSPHATE	426	732	1,278	798	0.9	1.3	2.0	1.2	-37.5
10	711291	WASTE & SCRAP GOLD EXCL SWPNGS CNTNG OTH PREC	56	397	240	764	0.1	0.7	0.4	1.2	217.8

Figure 1: Source: The Census Bureau

Import Findings

The Census Bureau also identifies Florida's share of the total USA imports in 2012 as 3.1% of which 42.4% are commodities. The following list identifies the top 10 imports for Florida. HS 710812 Gold, nonmonetary, Unwrought Nesoi was top rank with 8.9% share and an increase of 39.7% from 2011. HS 271019 Petrol Oil was second with 4.9% share. It decreased 10.3% from 2011.[39] The list below highlights the top 10:

[38] http://www.census.gov/foreign-trade/statistics/state/data/fl.html
[39] http://www.census.gov/foreign-trade/statistics/state/data/imports/fl.html

Rank	HS Code	Description	2009 Value	2010 Value	2011 Value	2012 Value	2009 % Share	2010 % Share	2011 % Share	2012 % Share	% Change, 2011 - 2012
---	---	**Total FLORIDA Imports and % Share of U.S. Total**	**45,658**	**56,271**	**65,340**	**71,216**	**2.9**	**2.9**	**3.0**	**3.1**	**9.0**
---	---	**Total, Top 25 Commodities and % Share of State Total**	**11,351**	**17,665**	**23,371**	**30,213**	**24.9**	**31.4**	**35.8**	**42.4**	**29.3**
1	710812	GOLD, NONMONETARY, UNWROUGHT NESOI	1,792	2,988	4,536	6,337	3.9	5.3	6.9	8.9	39.7
2	271019	PETROL OIL BITUM MINERAL (NT CRUD) ETC NT BIO	1,928	3,342	3,909	3,506	4.2	5.9	6.0	4.9	-10.3
3	271012	LT OILS, PREPS GT=70% PETROLEUM/BITUM NT BIOD	0	0	0	3,019	0.0	0.0	0.0	4.2	0.0
4	851712	PHONES FOR CELLULAR NTWKS OR FOR OTH WIRELESS	1,174	1,616	2,165	2,794	2.6	2.9	3.3	3.9	29.1
5	870323	PASS VEH SPK-IG INT COM RCPR P ENG >1500 NOV	757	1,115	1,169	1,442	1.7	2.0	1.8	2.0	23.4
6	854231	PROCESSORS AND CONTROLLERS, ELECTRONIC INTEG	91	564	1,346	1,424	0.2	1.0	2.1	2.0	5.8
7	870324	PASS VEH SPK-IG INT COM RCPR P ENG > 3000 CC	614	1,113	1,244	1,218	1.3	2.0	1.9	1.7	-2.1
8	880240	AIRPLANE & OT A/C, UNLADEN WEIGHT > 15,000 KG	417	575	773	1,143	0.9	1.0	1.2	1.6	47.9
9	281410	ANHYDROUS AMMONIA	416	741	1,167	1,081	0.9	1.3	1.8	1.5	-7.4
10	711291	WASTE & SCRAP GOLD EXCL SWPNGS CNTNG OTH PREC	332	443	576	1,009	0.7	0.8	0.9	1.4	75.3

Figure 2: Source: The Census Bureau

Country Based

Florida plays a big factor in the totality of U.S. trade. Florida accounts for 23.9% of the total U.S. trade with South America, 35.5% with Central America, and 35.8% with the Caribbean. Florida also leads all states in exports to Latin America and the Caribbean with 33.7% of all exports and is second only to Texas in imports from the same region.[40]

Exports Findings

According to the Census Bureau much of Florida's exports are sent to Switzerland in the amount of $8.2 billion. This is 12.7% increase from 2011. Venezuela follows with $5.1 billion. This increased 13.6% from the previous year. The list below depicts the top 15 Florida export countries based on the 2012-dollar value:[41]

[40] Id.
[41] http://www.census.gov/foreign-trade/statistics/state/data/fl.html

Rank	Country	2009 Value	2010 Value	2011 Value	2012 Value	2009 % Share	2010 % Share	2011 % Share	2012 % Share	% Change, 2011 - 2012
---	**Total FLORIDA Exports and % Share of U.S. Total**	**46,888**	**55,399**	**64,929**	**66,202**	**4.4**	**4.3**	**4.4**	**4.3**	**2.0**
---	**Total, Top 25 Countries and % Share of State Total**	**35,550**	**42,688**	**50,694**	**51,804**	**75.8**	**77.1**	**78.1**	**78.3**	**2.2**
1	Switzerland	3,244	5,028	7,292	8,217	6.9	9.1	11.2	12.4	12.7
2	Venezuela	3,415	3,467	4,506	5,120	7.3	6.3	6.9	7.7	13.6
3	Brazil	4,287	4,749	5,277	4,881	9.1	8.6	8.1	7.4	-7.5
4	Canada	2,970	3,863	4,069	3,845	6.3	7.0	6.3	5.8	-5.5
5	Colombia	2,096	2,522	2,848	3,102	4.5	4.6	4.4	4.7	8.9
6	Chile	1,404	1,728	2,224	2,471	3.0	3.1	3.4	3.7	11.1
7	Mexico	2,011	2,199	2,200	2,227	4.3	4.0	3.4	3.4	1.2
8	Argentina	1,158	1,340	1,739	1,753	2.5	2.4	2.7	2.6	0.8
9	United Arab Emirates	433	503	1,177	1,686	0.9	0.9	1.8	2.5	43.2
10	Peru	1,156	1,366	1,449	1,649	2.5	2.5	2.2	2.5	13.9
11	Dominican Republic	1,405	1,705	1,642	1,588	3.0	3.1	2.5	2.4	-3.3
12	Germany	985	1,155	1,537	1,440	2.1	2.1	2.4	2.2	-6.3
13	Panama	960	1,250	1,359	1,387	2.0	2.3	2.1	2.1	2.1
14	Paraguay	1,150	1,441	1,599	1,371	2.5	2.6	2.5	2.1	-14.3
15	China	1,029	1,135	1,339	1,267	2.2	2.0	2.1	1.9	-5.4

Figure 3: Source: The Census Bureau

Imports Findings

At the top of Florida imports was China with 16.3% 2012 share and an increase of 4.8% from 2011. Mexico followed with 7.9% 2012 share and an increase of 3.8% from 2011.[42] The following list highlights the top 15 Florida import leaders by countries based on 2012 value:

Rank	Country	2009 Value	2010 Value	2011 Value	2012 Value	2009 % Share	2010 % Share	2011 % Share	2012 % Share	% Change, 2011 - 2012
---	**Total FLORIDA Imports and % Share of U.S. Total**	**45,658**	**56,271**	**65,340**	**71,216**	**2.9**	**2.9**	**3.0**	**3.1**	**9.0**
---	**Total, Top 25 Countries and % Share of State Total**	**36,706**	**45,633**	**52,822**	**58,409**	**80.4**	**81.1**	**80.8**	**82.0**	**10.6**
1	China	8,335	10,336	11,072	11,604	18.3	18.4	16.9	16.3	4.8
2	Mexico	3,239	4,393	5,414	5,620	7.1	7.8	8.3	7.9	3.8
3	Japan	2,239	3,471	3,805	4,228	4.9	6.2	5.8	5.9	11.1
4	Canada	3,134	3,394	3,600	4,055	6.9	6.0	5.5	5.7	12.7
5	Colombia	2,292	2,938	3,300	3,984	5.0	5.2	5.1	5.6	20.7
6	Brazil	1,977	2,767	2,744	3,623	4.3	4.9	4.2	5.1	32.0
7	France	1,867	2,042	2,649	3,125	4.1	3.6	4.1	4.4	18.0
8	Costa Rica	1,083	1,533	1,837	2,034	2.4	2.7	2.8	2.9	10.7
9	United Kingdom	1,454	1,661	1,948	2,027	3.2	3.0	3.0	2.8	4.1
10	Germany	1,878	1,638	1,937	1,913	4.1	2.9	3.0	2.7	-1.2
11	Italy	1,025	1,195	1,449	1,486	2.2	2.1	2.2	2.1	2.6
12	Korea, South	735	1,071	895	1,477	1.6	1.9	1.4	2.1	65.1
13	Chile	694	733	1,118	1,342	1.5	1.3	1.7	1.9	20.0
14	Venezuela	396	951	2,256	1,215	0.9	1.7	3.5	1.7	-46.1
15	Bolivia	94	116	240	1,171	0.2	0.2	0.4	1.6	387.1

Figure 4: Source: The Census Bureau

[42] http://www.census.gov/foreign-trade/statistics/state/data/imports/fl.html

Companies With FTZ Potential

There are many companies and industries that would benefit from becoming a foreign trade zones. The list is broken down by product, and it reflects the dollars spent in exportation from the state of Florida (See Appendix E).[43] Florida is littered with companies that would benefit from becoming a FTZ.

[43] Export-Import Bank of the United States

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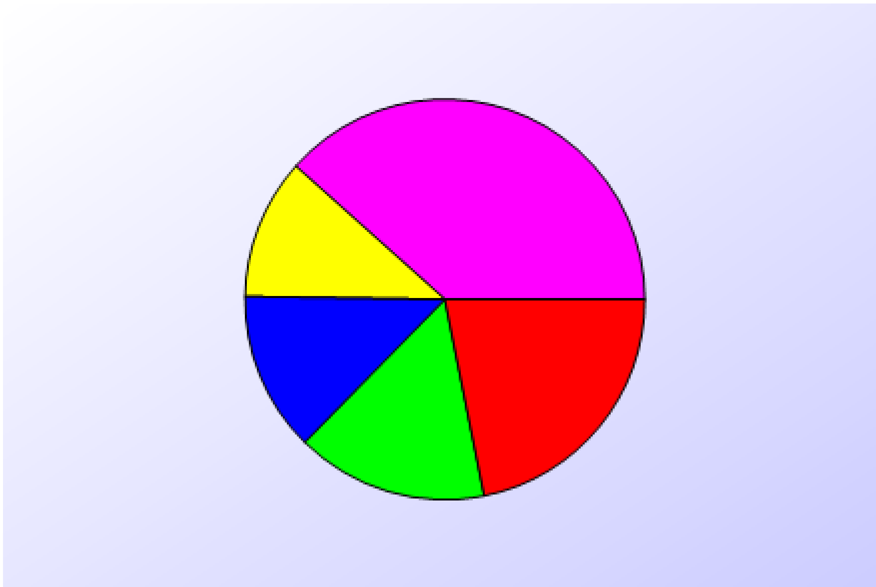
Appendix A

2012 NAICS Total All Merchandise Exports from Florida to World



Product	Value ($)	Percent
334--COMPUTER AND ELECTRONIC PRODUCTS	$14,467,876,002	21.9 %
336--TRANSPORTATION EQUIPMENT	$10,259,580,544	15.5 %
331--PRIMARY METAL MFG	$8,523,747,911	12.9 %
325--CHEMICALS	$7,525,217,640	11.4 %
All Others	$25,425,378,003	38.4 %
Grand Total	**$66,201,800,100**	**100 %**

Provided by the Office of Trade and Industry Information (OTII), Manufacturing and Services, International Trade Administration, U.S. Department of Commerce.

NAICS Total All Merchandise Exports from Florida to World

Item	2009	2010	2011	2012	2011 to 2012 (Percent Change)
TOTAL	46,888,006,761	55,399,353,874	64,928,828,216	66,201,800,100	2%
334--COMPUTER AND ELECTRONIC PRODUCTS	11,721,718,411	13,309,249,931	14,426,295,773	14,467,876,002	0%
336--TRANSPORTATION EQUIPMENT	7,549,503,115	8,377,369,338	9,330,340,416	10,259,580,544	10%
331--PRIMARY METAL MFG	615,394,949	612,286,219	7,802,435,747	8,523,747,911	9%
325--CHEMICALS	4,847,649,535	6,312,293,162	8,097,812,931	7,525,217,640	-7%
333--MACHINERY, EXCEPT ELECTRICAL	5,179,612,802	6,024,881,923	6,431,097,871	6,727,287,959	5%
339--MISCELLANEOUS MANUFACTURED COMMODITIES	2,762,282,393	3,083,738,050	3,583,763,761	3,357,949,062	-6%
311--FOOD MANUFACTURES	1,563,986,595	1,741,735,039	2,279,277,566	2,500,624,351	10%
335--ELECTRICAL EQUIPMENT, APPLIANCES & COMPONENTS	1,589,698,022	1,919,172,799	1,945,840,594	1,843,655,096	-5%
910--WASTE AND SCRAP	3,703,547,682	5,738,821,832	1,558,094,177	1,816,976,101	17%
332--FABRICATED METAL PRODUCTS, NESOI	1,142,180,853	1,270,002,883	1,432,354,299	1,475,580,353	3%
322--PAPER	970,143,689	1,193,722,538	1,369,445,251	1,358,622,105	-1%
326--PLASTICS & RUBBER PRODUCTS	846,543,315	896,612,143	1,077,770,675	1,010,916,828	-6%
990--SPECIAL CLASSIFICATION PROVISIONS, NESOI	660,829,922	789,835,868	833,042,062	858,841,966	3%
111--AGRICULTURAL PRODUCTS	833,418,083	845,884,039	919,160,188	815,384,278	-11%
324--PETROLEUM & COAL PRODUCTS	164,691,243	299,340,205	608,388,718	364,003,591	-40%
312--BEVERAGES & TOBACCO PRODUCTS	238,355,565	242,979,483	326,629,690	355,986,135	9%
327--NONMETALLIC MINERAL PRODUCTS	298,466,904	275,048,407	306,850,639	354,179,957	15%
920--USED OR SECOND-HAND MERCHANDISE	362,897,590	383,138,620	386,551,789	346,948,229	-10%
337--FURNITURE & FIXTURES	216,543,955	210,652,474	253,486,651	270,735,948	7%
321--WOOD PRODUCTS	260,690,043	286,596,850	230,600,058	269,346,637	17%
114--FISH, FRESH/CHILLED/FROZEN & OTHER MARINE PRODUCTS	173,302,589	211,096,990	287,652,142	264,664,853	-8%
Item	**2009**	**2010**	**2011**	**2012**	**2011 to 2012 (Percent Change)**
315--APPAREL MANUFACTURING PRODUCTS	169,442,916	202,604,688	235,734,249	248,870,764	6%
316--LEATHER & ALLIED PRODUCTS	258,887,676	270,753,348	218,595,399	233,763,870	7%
313--TEXTILES & FABRICS	196,968,199	244,717,872	259,345,148	225,820,052	-13%
323--PRINTED MATTER AND RELATED PRODUCTS, NESOI	181,019,747	193,965,748	225,932,932	224,794,074	-1%
212--MINERALS & ORES	64,317,153	124,271,459	183,858,389	162,229,358	-12%
314--TEXTILE MILLS PRODUCTS	115,615,977	135,563,502	140,348,198	146,613,739	4%
112--OTHER ANIMALS	95,634,559	88,966,236	89,172,507	83,661,310	-6%
511--NEWSPAPERS, BOOKS & OTHER PUBLISHED MATTER, NESOI	71,993,798	71,510,914	46,404,244	42,758,281	-8%
211--OIL & GAS	5,975,616	6,958,993	11,445,654	36,789,557	221%
113--FORESTRY PRODUCTS, NESOI	20,983,591	33,482,341	28,977,745	25,216,383	-13%
980--GOODS RET TO CA (EXP); US GOODS RET & REIMPS (IMP)	5,710,274	2,099,980	2,122,753	3,157,166	49%
512--PUBLISHED PRINTED MUSIC AND MUSIC MANUSCRIPTS	0	0	0	0	

Source: Foreign Trade Division, U.S. Census Bureau.

Appendix B

2012 NAICS Total All Merchandise Exports from Florida to Caribbean

	Product	Value ($)	Percent
	334--COMPUTER AND ELECTRONIC PRODUCTS	$786,373,016	14.1 %
	311--FOOD MANUFACTURES	$750,367,888	13.5 %
	333--MACHINERY, EXCEPT ELECTRICAL	$528,344,482	9.5 %
	336--TRANSPORTATION EQUIPMENT	$485,278,616	8.7 %
	All Others	$3,013,506,007	54.2 %
	Grand Total	**$5,563,870,009**	**100 %**

Provided by the Office of Trade and Industry Information (OTII), Manufacturing and Services, International Trade Administration, U.S. Department of Commerce.

NAICS Total All Merchandise Exports from Florida to Caribbean

Item	2009	2010	2011	2012	2011 to 2012 (Percent Change)
TOTAL	4,986,799,784	5,457,644,698	5,504,319,395	5,563,870,009	1%
334--COMPUTER AND ELECTRONIC PRODUCTS	700,907,888	800,534,905	781,953,514	786,373,016	1%
311--FOOD MANUFACTURES	562,320,523	595,752,476	678,294,524	750,367,888	11%
333--MACHINERY, EXCEPT ELECTRICAL	534,024,970	547,492,726	556,726,362	528,344,482	-5%
336--TRANSPORTATION EQUIPMENT	507,478,473	518,022,826	484,693,157	485,278,616	0%

325--CHEMICALS	397,451,049	438,927,288	469,118,367	470,611,083	0%
335--ELECTRICAL EQUIPMENT, APPLIANCES & COMPONENTS	337,820,030	351,821,186	323,978,417	286,441,276	-12%
332--FABRICATED METAL PRODUCTS, NESOI	223,301,545	248,506,325	258,018,120	263,201,067	2%
339--MISCELLANEOUS MANUFACTURED COMMODITIES	275,112,098	310,291,424	280,624,149	242,128,173	-14%
990--SPECIAL CLASSIFICATION PROVISIONS, NESOI	71,144,707	158,005,423	170,256,211	194,503,406	14%
324--PETROLEUM & COAL PRODUCTS	86,425,045	159,689,706	200,708,207	193,302,846	-4%
326--PLASTICS & RUBBER PRODUCTS	184,466,606	166,818,123	174,707,289	171,288,990	-2%
331--PRIMARY METAL MFG	153,799,038	168,025,974	134,410,056	145,538,692	8%
322--PAPER	103,437,338	113,656,137	118,949,846	125,684,804	6%
327--NONMETALLIC MINERAL PRODUCTS	100,738,683	102,994,284	114,878,139	123,822,703	8%
321--WOOD PRODUCTS	132,579,926	135,067,546	111,445,727	119,766,721	7%
111--AGRICULTURAL PRODUCTS	100,072,182	91,098,283	89,106,443	96,013,072	8%
313--TEXTILES & FABRICS	92,184,233	102,085,353	107,805,153	90,445,437	-16%
312--BEVERAGES & TOBACCO PRODUCTS	77,392,134	73,516,993	78,958,396	86,257,978	9%
337--FURNITURE & FIXTURES	92,444,122	86,506,044	81,670,187	83,887,782	3%
314--TEXTILE MILLS PRODUCTS	38,304,957	44,923,748	44,812,489	48,561,990	8%
114--FISH, FRESH/CHILLED/FROZEN & OTHER MARINE PRODUCTS	34,579,566	39,627,594	41,175,219	43,182,783	5%
Item	**2009**	**2010**	**2011**	**2012**	**2011 to 2012 (Percent Change)**
323--PRINTED MATTER AND RELATED PRODUCTS, NESOI	37,008,510	41,022,956	39,614,905	43,109,102	9%
315--APPAREL MANUFACTURING PRODUCTS	32,645,702	41,971,717	43,014,019	42,804,475	0%
316--LEATHER & ALLIED PRODUCTS	39,467,973	41,561,403	45,065,127	37,611,165	-17%
212--MINERALS & ORES	13,438,989	12,039,643	13,090,657	37,145,973	184%
920--USED OR SECOND-HAND MERCHANDISE	26,413,660	27,284,944	25,553,541	33,189,520	30%
112--OTHER ANIMALS	13,340,906	15,037,811	12,557,286	12,804,896	2%
211--OIL & GAS	4,684,521	5,971,537	7,019,671	11,622,549	66%
113--FORESTRY PRODUCTS, NESOI	5,846,607	10,379,793	7,817,548	6,291,610	-20%
511--NEWSPAPERS, BOOKS & OTHER PUBLISHED MATTER, NESOI	1,929,296	1,892,039	2,420,185	2,196,252	-9%
910--WASTE AND SCRAP	6,038,507	7,118,491	5,876,484	2,091,662	-64%

Source: Foreign Trade Division, U.S. Census Bureau.

Appendix C

2012 NAICS Total All Merchandise Exports from Florida to Central America

	Product	Value ($)	Percent
	334--COMPUTER AND ELECTRONIC PRODUCTS	$1,568,608,085	30.3 %
	333--MACHINERY, EXCEPT ELECTRICAL	$602,989,890	11.7 %
	336--TRANSPORTATION EQUIPMENT	$486,500,341	9.4 %
	325—CHEMICALS	$482,940,979	9.3 %
	All Others	$2,032,348,598	39.3 %
	Grand Total	**$5,173,387,893**	**100 %**

Provided by the Office of Trade and Industry Information (OTII), Manufacturing and Services, International Trade Administration, U.S. Department of Commerce.

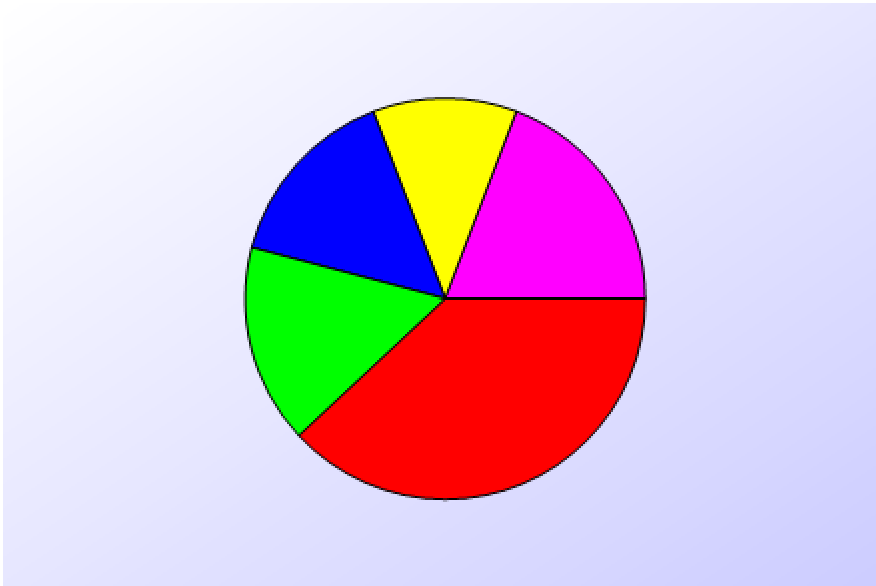
NAICS Total All Merchandise Exports from Florida to Central America

Item	2009	2010	2011	2012	2011 to 2012 (Percent Change)
TOTAL	3,587,115,536	4,302,546,044	4,941,003,527	5,173,387,893	5%
334--COMPUTER AND ELECTRONIC PRODUCTS	1,026,240,551	1,282,717,447	1,426,153,484	1,568,608,085	10%
333--MACHINERY, EXCEPT ELECTRICAL	463,362,997	539,799,403	562,935,207	602,989,890	7%
336--TRANSPORTATION EQUIPMENT	373,151,834	407,212,484	411,748,093	486,500,341	18%
325--CHEMICALS	282,878,846	372,138,771	487,016,469	482,940,979	-1%
311--FOOD MANUFACTURES	203,517,627	258,692,872	323,719,840	344,265,301	6%
335--ELECTRICAL EQUIPMENT, APPLIANCES & COMPONENTS	216,313,109	268,225,876	306,324,755	235,757,211	-23%
339--MISCELLANEOUS MANUFACTURED COMMODITIES	179,243,198	210,251,011	213,923,654	226,026,148	6%
990--SPECIAL CLASSIFICATION PROVISIONS, NESOI	87,871,421	93,353,862	164,580,452	205,441,510	25%
322--PAPER	105,270,351	134,412,591	162,608,768	168,287,060	3%
332--FABRICATED METAL PRODUCTS, NESOI	104,912,210	120,257,261	149,951,483	155,110,074	3%
326--PLASTICS & RUBBER PRODUCTS	105,854,172	109,875,173	128,909,697	119,809,676	-7%
312--BEVERAGES & TOBACCO PRODUCTS	29,957,191	33,676,984	75,763,556	89,596,154	18%
331--PRIMARY METAL MFG	80,005,723	89,057,918	102,776,939	72,179,297	-30%
313--TEXTILES & FABRICS	45,786,785	72,529,434	84,744,168	61,167,091	-28%
327--NONMETALLIC MINERAL PRODUCTS	38,571,554	42,763,261	41,867,634	56,585,425	35%
315--APPAREL MANUFACTURING PRODUCTS	41,761,909	45,626,355	52,969,345	43,865,325	-17%
337--FURNITURE & FIXTURES	26,346,826	23,470,460	29,136,679	35,579,824	22%
316--LEATHER & ALLIED PRODUCTS	19,822,644	24,540,582	32,340,196	32,645,955	1%
324--PETROLEUM & COAL PRODUCTS	20,523,880	23,089,203	28,947,967	30,667,370	6%
920--USED OR SECOND-HAND MERCHANDISE	23,105,809	17,752,854	18,563,670	28,695,409	55%
323--PRINTED MATTER AND RELATED PRODUCTS, NESOI	22,135,840	25,211,735	26,369,260	26,611,323	1%
Item	**2009**	**2010**	**2011**	**2012**	**2011 to 2012 (Percent Change)**
314--TEXTILE MILLS PRODUCTS	15,101,444	16,396,431	21,774,208	23,120,256	6%
111--AGRICULTURAL PRODUCTS	12,011,222	17,260,232	28,718,965	22,203,439	-23%
321--WOOD PRODUCTS	30,460,962	31,070,526	18,919,870	14,972,554	-21%
212--MINERALS & ORES	4,759,719	5,074,126	6,708,167	13,733,274	105%
114--FISH, FRESH/CHILLED/FROZEN & OTHER MARINE PRODUCTS	9,537,205	11,067,842	14,496,549	12,975,915	-10%
910--WASTE AND SCRAP	9,899,064	16,223,257	8,827,704	4,584,727	-48%
112--OTHER ANIMALS	2,065,282	1,954,167	4,125,613	3,849,084	-7%
511--NEWSPAPERS, BOOKS & OTHER PUBLISHED MATTER, NESOI	5,856,639	7,027,652	3,721,254	2,735,883	-26%
113--FORESTRY PRODUCTS, NESOI	703,469	1,790,769	2,314,573	1,800,985	-22%
211--OIL & GAS	86,053	25,505	45,308	82,328	82%

Source: Foreign Trade Division, U.S. Census Bureau.

Appendix D

2012 NAICS Total All Merchandise Exports from Florida to South America



	Product	Value ($)	Percent
	334--COMPUTER AND ELECTRONIC PRODUCTS	$8,642,307,346	38.1 %
	333--MACHINERY, EXCEPT ELECTRICAL	$3,645,506,883	16.1 %
	336--TRANSPORTATION EQUIPMENT	$3,416,166,801	15 %
	325--CHEMICALS	$2,645,645,643	11.6 %
	All Others	$4,362,297,632	19.2 %
	Grand Total	**$22,711,924,305**	**100 %**

Provided by the Office of Trade and Industry Information (OTII), Manufacturing and Services, International Trade Administration, U.S. Department of Commerce.

NAICS Total All Merchandise Exports from Florida to South America

Item	2009	2010	2011	2012	2011 to 2012 (Percent Change)
TOTAL	16,420,129,286	18,664,038,440	21,887,456,796	22,711,924,305	4%
334--COMPUTER AND ELECTRONIC PRODUCTS	6,949,603,291	7,627,549,116	8,541,049,029	8,642,307,346	1%
333--MACHINERY, EXCEPT ELECTRICAL	2,419,099,511	2,527,193,821	3,171,499,311	3,645,506,883	15%
336--TRANSPORTATION EQUIPMENT	2,307,733,311	2,603,780,165	3,141,001,179	3,416,166,801	9%
325--CHEMICALS	1,302,220,862	1,906,501,729	2,629,280,181	2,645,645,643	1%
339--MISCELLANEOUS MANUFACTURED COMMODITIES	886,094,037	1,117,260,518	1,379,396,548	1,225,165,416	-11%
335--ELECTRICAL EQUIPMENT, APPLIANCES & COMPONENTS	539,436,950	692,682,122	631,018,025	670,462,419	6%
332--FABRICATED METAL PRODUCTS, NESOI	421,562,761	441,110,153	466,898,577	517,873,044	11%
326--PLASTICS & RUBBER PRODUCTS	262,588,796	272,512,535	386,007,559	338,197,304	-12%
311--FOOD MANUFACTURES	126,236,005	152,763,894	214,284,553	297,194,263	39%
322--PAPER	161,874,278	213,922,979	223,953,407	229,112,308	2%
990--SPECIAL CLASSIFICATION PROVISIONS, NESOI	271,697,917	253,091,704	241,835,501	199,297,366	-18%
331--PRIMARY METAL MFG	126,564,329	125,385,510	101,012,219	97,409,219	-4%
327--NONMETALLIC MINERAL PRODUCTS	63,809,348	53,180,513	74,636,106	95,830,607	28%
920--USED OR SECOND-HAND MERCHANDISE	122,447,806	106,710,797	91,336,036	91,539,082	0%
337--FURNITURE & FIXTURES	47,476,773	52,460,429	81,469,921	87,465,393	7%
323--PRINTED MATTER AND RELATED PRODUCTS, NESOI	54,316,291	49,338,902	65,496,048	81,490,885	24%
315--APPAREL MANUFACTURING PRODUCTS	40,643,949	44,527,956	66,356,066	69,173,813	4%
324--PETROLEUM & COAL PRODUCTS	22,005,208	67,783,237	55,085,031	62,456,382	13%
910--WASTE AND SCRAP	60,899,906	84,719,977	56,617,521	46,376,898	-18%
316--LEATHER & ALLIED PRODUCTS	26,689,436	29,694,831	41,258,937	40,803,678	-1%
313--TEXTILES & FABRICS	33,754,812	44,205,766	35,374,702	38,195,074	8%
Item	**2009**	**2010**	**2011**	**2012**	**2011 to 2012 (Percent Change)**
314--TEXTILE MILLS PRODUCTS	19,614,182	33,605,347	33,822,621	30,196,923	-11%
511--NEWSPAPERS, BOOKS & OTHER PUBLISHED MATTER, NESOI	50,594,176	48,266,263	32,360,697	29,996,653	-7%
111--AGRICULTURAL PRODUCTS	34,575,396	34,702,340	34,700,297	27,274,576	-21%
312--BEVERAGES & TOBACCO PRODUCTS	11,559,175	15,899,695	24,131,616	25,028,650	4%
321--WOOD PRODUCTS	19,440,971	26,706,386	22,400,670	21,735,898	-3%
114--FISH, FRESH/CHILLED/FROZEN & OTHER MARINE PRODUCTS	11,649,787	16,423,613	13,850,918	14,380,813	4%
112--OTHER ANIMALS	16,710,445	13,743,782	14,007,347	11,890,160	-15%
212--MINERALS & ORES	5,560,462	5,602,237	9,825,188	8,200,995	-17%
113--FORESTRY PRODUCTS, NESOI	2,556,906	1,834,858	3,705,520	5,200,940	40%
211--OIL & GAS	1,112,209	877,265	3,785,465	348,873	-91%
512--PUBLISHED PRINTED MUSIC AND MUSIC MANUSCRIPTS	0	0	0	0	

Source: Foreign Trade Division, U.S. Census Bureau.

Appendix E

Products/Companies	Sum of Export Sales Supported
Chemical Manufacturing and Sales	**$163,410,144.00**
Algon Corp	$15,135,592.00
Cargill Americas, Inc.	$5,561,990.00
Carib Sales Llc	$24,500,000.00
L.E.B. Enterprises, Inc.	$9,817,471.00
Pidilite Usa, Inc.	$9,923,990.00
Rave, Llc	$26,200,000.00
Special Nutrients, Inc	$23,931,536.00
Sun & Skin Care Research, Llc	$18,500,000.00
Todd Christopher International, Inc.	$20,440,315.00
Transammonia	$9,399,250.00
Computer and Electronic Product Mfg and Sales	**$38,000,000.00**
Qbex Electronics Corporation	$38,000,000.00
Crop Production and Sales	**$22,566,862.00**
Bunge Latin America, LLC	$22,566,862.00
Electrical Equipment Manufacturing and Sales	**$442,202,574.00**
Avac of Florida, L.C.	$5,094,425.00
Beckwith Electric Co., Inc.	$5,518,208.00
Blumberg Industries, Inc.	$4,311,995.00
Micro Group, Inc	$23,000,000.00
Phasetronics, Inc.	$26,413,262.00
Siemens Energy, Inc.	$377,864,684.00
Fabricated Metal Product Manufacturing and Sales	**$47,106,715.00**
Qualitas Trading U.S.A. Corp	$15,558,911.00
Qualitas Trading Usa Corp	$26,000,000.00
Super Brite Screw Corp.	$5,547,804.00
Food Manufacturing and Sales	**$74,669,549.00**
All Caribbean Food Service, Inc.	$4,058,624.00
Direct Fresh Marketing, Inc.	$7,257,232.00
Micro Steps, Inc.	$11,008,035.00
Promo International, Inc.	$5,345,658.00
Sam'S Group Of Companies	$25,000,000.00
Victus, Inc.	$22,000,000.00
Group 2	**$9,000,000.00**
Raje Technology Group, Llc	$9,000,000.00
Internet Content & Service Providers	**$74,500,000.00**
Datacore Software Corporation	$74,500,000.00
Machinery Manufacturing and Sales	**$124,706,484.00**
Aviation, Power & Marine, Inc.	$17,039,907.00
Greenfield Worldtrade, Inc.	$35,000,000.00
Lehman Pipe and Plumbing Supply Inc.	$14,334,657.00

Morgan Price & Co. Inc.	$21,133,747.00
Northpoint Drilling Systems	$6,217,130.00
Plasma-Therm Llc	$7,500,000.00
Protec, Inc.	$6,793,278.00
Saeg Engineering Group, L.L.C.	$10,645,901.00
Somero Enterprises Inc	$6,041,864.00
Motor Vehicle and Parts Manufacturing and Sales	**$30,367,860.00**
South Dade Automotive, Inc.	$6,485,170.00
Tire Group International Inc	$10,000,000.00
Tire Group International LLC	$13,882,690.00
Other Misc Mfg and Sales of Non Capital Equipment	**$96,584,356.00**
Andes Global Trading LLC	$12,169,479.00
Morgan Price & Co Inc	$47,000,000.00
Ortho Technology, Inc.	$5,965,362.00
T&M Investments Of Miami Inc	$11,913,135.00
X-Games, Inc.	$19,536,380.00
Paper Manufacturing and Sales	**$53,904,863.00**
BACA International, Inc.	$27,169,080.00
Impex Of Doral, Inc.	$7,984,962.00
Magna Group, Inc, The	$18,750,821.00
Petroleum and Coal Products Mfg and Sales	**$180,798,643.00**
Amalie Oil Company	$16,798,643.00
Bolivar Trading Inc.	$44,000,000.00
Bunkers International Corp	$120,000,000.00
Plastics and Rubber Products Mfg and Sales	**$52,953,173.00**
Pacific Ltd, Corp	$33,333,333.00
Pacific Ltd., Corp.	$19,619,840.00
Specialty Trade Contractors	**$17,738,702.00**
Carrier InterAmerica Corporation	$17,738,702.00
Transportation Equipment Manufacturing and Sales	**$292,005,026.00**
Africair, Inc	$8,996,010.00
Airparts Company, Inc.	$24,000,000.00
Atlantic Jet Support, Inc.	$20,000,000.00
Aviotrade, Inc.	$7,497,136.00
Diversified Aero Services, Inc.	$6,000,000.00
Ga Telesis, Llc	$75,000,000.00
International Aircraft Associates, Inc.	$8,000,000.00
Marinsa International Inc.	$25,000,000.00
Owl Aerospace, Inc.	$14,857,758.00
Sky Mart Sales Corp.	$6,287,830.00
Southern Cross Aviation Llc	$30,903,000.00
STS Component Solutions LLC	$25,487,672.00
Tradewinds Engine Services, L.L.C.	$32,975,620.00
Vision Aero Inc.	$7,000,000.00

Wood Product Manufacturing and Sales	**$81,053,253.00**
Dantzler, Inc.	$12,857,143.00
G. Proulx, Llc	$12,000,000.00
Gulf South Forest Products, Inc.	$25,853,505.00
Putnam Lumber & Export Company	$30,342,605.00
Grand Total	**$1,801,568,204.00**